

Message Text

UNCLASSIFIED

PAGE 01 BONN 04190 081509Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
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FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6523
AMCONSUL FRANKFURT

UNCLAS BONN 04190

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - AMERICAN FOREST PRODUCTS CORP.,
SAN FRANCISCO, CALIF.

REF: BONN 5311, 3/25/77

FOLLOWING ADDITIONAL PROSPECT HAS BEEN LOCATED:

AMCONSUL FRANKFURT REPORTS: IN SPITE OF THE FACT
THAT THIS ADS ORIGINATED ON DECEMBER 28, 1976, AT
THE SAN FRANCISCO FIELD OFFICE, THE FOLLOWING ADDI-
TIONAL TRADE LEAD HAS BEEN DEVELOPED AT OUR GIESSON
SPRECHTAG, FEBRUARY 14, 1978. PLEASE BRING THE
FOLLOWING INFORMATION TO THE ATTENTION OF MR. RICHARD
C. ANDREW, MANAGER OF THE U.S. COMPANY. THE WEST GERMAN
COMPANY, HEDFELD COLLEKTION GMBH & CO., SIEMENSTRASSE
18, D-6300 GIESSEN, CONTACT: HERR GUENTER HEDFELD,
MANAGER-OWNER; TELEPHONE 0641-73091; TELEX 482997,
HAS EXPRESSED DEEP INTEREST IN THE PRODUCT LINE
OFFERED BY THE U.S. COMPANY FOR MARKETING AND DISTRI-
BUTION IN WEST GERMANY AND WESTERN EUROPE. HEDFELD
COLLEKTION, A PARTNERSHIP, WAS FOUNDED IN 1974 AS A
MANUFACTURER, DISTRIBUTOR, IMPORTER, AND EXPORTER OF
LIFE STYLE KNOCK DOWN FURNITURE AND UNFINISHED
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FURNITURE. STAFF: 175, OF WHICH 150 CONTRACT WORKERS;
ANNUAL TURNOVER IN 1977, DM 7 MILLION. THE HEDFELD
COMPANY MAINTAINS SALES OFFICES IN DALLAS, CHICAGO,
AND SALES HEADQUARTERS IN SAN FRANCISCO UNDER THE
NAME OF LENTERIO AT THE FOLLOWING ADDRESS: 131
TOWNSEND STREET, SAN FRANCISCO; TELEPHONE 415-957-
9383; OR 383-3628; 626-9588. HERR HEDFELD WILL BE

ATTENDING THE HIGHPOINT FURNITURE FAIR DURING
APRIL 10-29, 1978, AS AN EXHIBITOR. SHOULD THE U.S.
COMPANY BE INTERESTED TO MEET WITH HERR HEDFELD
DURING HIS FORTHCOMING TRIP TO THE UNITED STATES,
IT IS SUGGESTED THAT PERTINENT INFORMATION BE SENT
DIRECTLY TO THE SAN FRANCISCO OFFICE ADDRESS OF
LENERIO.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

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